METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

9/16/2021 | 4:57 PM CDT

Hunter Thornton
A3 Communications, Inc.
1038 Kinley Road
Irmo, SC 29063

Re: **RFQ # *111236, Access Control and Alarm Monitoring Systems Integrator (Lenel-authorized Integrator)***

Dear Mr. Thornton:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 111236 for Access Control and Alarm Monitoring Systems Integrator (Lenel-authorized Integrator). This letter hereby notifies you of Metro's intent to award to A3 Communications, Inc., contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Equal Business Opportunity (EBO) Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally, the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact Christopher Wood, BAO Representative, at (615) 862-6710 or at christopher.wood@nashville.gov.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Brad Wall by email at brad.wall@nashville.gov Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

Michelle A Hernandez Lane
Michelle A. Hernandez Lane
Purchasing Agent

Cc: Solicitation File, Other Offerors

Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.

A. Right to Protest. Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

RFQ #111236 - Access Control and Alarm Monitoring Systems Integrator (Lenel-authorized Integrator)			
	A3 Communications, Inc.	**ACT Security, Inc**	**Eye in the Sky, LLC**
Contract Acceptance	Accepted contract without exceptions	Accepted contract without exceptions	Accepted contract without exceptions
Cost (40 points)	29.49	40.00	36.27
Qualifications and Experience (30 Points)	23.00	30.00	26.00
Service and Delivery (30 Points)	30.00	28.00	20.00
Total (100 Points)	**82.49**	**98.00**	**82.27**

A3 Communications, Inc.

Strengths - The offeror provided an adequate overview of their firm. The offeror provided an adequate list of technicians who hold status as a Lenel Certified Professional (LCP). The offeror provided a detailed description of their project plan and phases that would be employed on larger installations. The offeror provided a detailed description of how their firm will manage the performance and completion of services and repairs for Metro. The offeror provided an adequate description of how their firm will manage and prioritize responses to Metro calls for service. The offeror provided an adequate description of how they will devote the appropriate personnel for Metro services requests, while adhering to Metro's required response times. The offeror provided adequate information about the project management platform the firm utilizes, as well as how their firm tracks the progress of projects.

Weaknesses - The offeror's description of their firm's experience performing work of similar scope demonstrated a lack of experience specifically in Lenel OnGuard. The offeror's documentation indicating that their firm is a Lenel Value Added Reseller (VAR) that sells, installs, and services OnGuard product solutions is unclear; specifically, the Lenel VAR documentation stated the offeror is authorized through March 31, 2021 to market, resell, and implement Lenel products and support services in Florida, Georgia, North Carolina, and South Carolina for public bid opportunities and greenfield opportunities only. The offeror lacked experience using the software platform Lenel OnGuard Professional; specifically, the offeror's demonstrated experience was mostly in S2 as opposed to Lenel OnGuard Professional, which is Metro's enterprise access control system. Some of the offeror's reference projects lacked specific details in the scopes of work to enable Metro to determine if they were of similar scope to what Metro is seeking to procure in the resulting contract; specifically, some of the reference projects lacked detail on the specific software system used.

ACT Security, Inc

Strengths - The offeror provided an adequate overview of their firm. The offeror provided an adequate description of their experience performing work of similar size and scope. The offeror provided adequate documentation indicating that their firm is a Lenel Value Added Reseller (VAR) that sells, installs, and services OnGuard product solutions. The offeror provided adequate information on their firm's experience using the software platform Lenel OnGuard Professional. The offeror provided an adequate list of technicians who hold status as a Lenel Certified Professional (LCP). The offeror's reference projects submitted to demonstrate their experience in providing access control and alarm monitoring system services were adequate The offeror provided an adequate description on how their firm will manage the performance and completion of services and repairs for Metro. The offeror provided an adequate description of how their firm will manage and prioritize responses to Metro calls for service. The offeror provided an adequate description of how they will devote the appropriate personnel for Metro services requests, while adhering to Metro's required response times. The offeror provided adequate information about the project management platform the firm utilizes, as well as how their firm tracks the progress of projects.

Weaknesses - The offeror's example of a project plan that would be employed on larger installations lacked detail.

Eye in the Sky, LLC

Strengths - The offeror provided an adequate overview of their firm. The offeror provided adequate information on their firm's experience using the software platform Lenel OnGuard Professional. The offeror provided an adequate list of technicians who hold status as a Lenel Certified Professional (LCP). The offeror provided an adequate description on how their firm will manage the performance and completion of services and repairs for Metro.

Weaknesses - The offeror failed to provide new installation and maintenance scenarios as requested to demonstrate their firm's experience performing work of similar scope. The offeror failed to provide copies/documentation indicating that their firm is a Lenel Value Added Reseller (VAR) that sells, installs, and services OnGuard product solutions. The offeror submitted only four (4) reference projects with sufficient detail to demonstrate their experience in providing access control and alarm monitoring system services and not five (5) as requested. The offeror's example of a project plan that would be employed on larger installations lacked specific detail. The offeror didn't specifically address how they will manage and prioritize responses to Metro calls for service. In the service and delivery section, the offeror's proposal lacked detail on how they will devote the appropriate personnel for Metro services requests, while adhering to Metro's required response times. The offeror failed to specifically address how their firm normally tracks the progress of projects.

Enter Solicitation Title & Number Below		Total Cost Points
Access Control and Alarm Monitoring Systems Integrator (Lenel-authorized Integrator); RFQ #111236		40.00
Offeror's Name	**Bids**	**RFP Cost Points**
A3 Communications, Inc.	$3,260,851.56	**29.49**
ACT Security, Inc.	$2,404,266.55	**40.00**
Eye in the Sky, LLC	$2,651,382.42	**36.27**